

Message Text

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62

ACTION COME-00

INFO OCT-01 EA-07 ISO-00 EB-05 DRC-01 RSC-01 /015 W

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R 072357Z FEB 74

FM AMEMBASSY SEOUL

TO SECSTATE WASHDC 2412

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FOR COMMERCE

E.O. 11652: N/A

TAGS: BOPS, KS, ETRN

SUBJECT: KSEC SHIPYARD AT OKPO

REF: STATE 22860

1. INFORMATION CONTAINED IN UNCLASSIFIED PORTION OF REFTEL PASSED TO NAMKOONG WHO SAID HE WOULD LIKE TO HEAR FROM THE INTERESTED COMPANIES. HE NOW EXPECTS TO ARRIVE IN NEW YORK ON OR ABOUT FEBRUARY 14. DOC REPRESENTATIVE MAY WISH TO MAKE APPROPRIATE ARRANGEMENTS WITH KSEC NEW YORK OFFICE TO MEET NAMKOONG DURING HIS VISIT.

2. RE GANTRY CRANE, DETAILED SPECIFICATIONS ARE NOT YET AVAILABLE SINCE LAYOUT PLAN AND CONSEQUENT ENGINEERING WORK HAVE NOT BEEN COMPLETED. KSEC IS THINKING IN TERMS OF A 1,000 TON CAPACITY CRANE WITH TRANSVERSE TRAVEL CAPABILITY OF TWO HUNDRED METERS. BUILDING DOCK WILL BE APPROXIMATELY 900 METERS LONG. WE SUGGEST THAY CLYDE IRON WORKS AND HARNISCHFEGGER ARRANGE WITH KSEC NEW YORK OFFICE FOR MEETINGS WITH NAMKOONG. HE WOULD PREFER TO BUY FOREIGN MADE CRANE FROM COMPANY EXPERIENCED IN MAKING SUCH SHIPYARD CRANES. EXPERIENCE IS A KEY FACTOR, HE SAYS, SINCE IT IS A GUIDE TO EXTENT OF REPAIR DOWN TIME THAT CAN BE EXPECTED. UNANTICIPATED PROBLEMS WITH UNTRIED CRANE COULD HAVE ADVERSE EFFECT ON COMPANY'S ABILITY TO MAINTAIN DELIVERY DATES TO BE CONTRACTED WITH BUYERS. ON OTHER HAND, PURCHASE OF U.S. PRODUCT IS PROBABLY TO COMPANY'S FINANCIAL ADVANTAGE. NAMKOONG IS SERIOUSLY THINKING

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AT PRESENT OF BUYING DRAWINGS AND SUBSTANTIAL PROPORTION OF COMP-

ONENTS FROM U.S. FOR LOCAL ERECTION BY KSEC. GUARANTEE PROVISIONS MIGHT BE A KEY ELEMENT IN CRANE MANUFACTURER'S DECISION WITH NAMKOONG. WITH REFERENCE TO PANEL LINE, NAMKOONG FEELS LACK OF EXPERIENCE IS LESS CRITICAL SINCE WESTERN GEAR IS WELL-KNOWN IN SHIPYARD FIELD. EMBASSY SUGGESTS THAT WESTERN GEAR AND OGDEN IF INTERESTED ALSO ARRANGE FOR KSEC NEW YORK OFFICE TO SET UP CONFIRMED MEETINGS WITH NAMKOONG. NAMKOONG ALSO SAID THAT HE HAS DISCUSSED WELDING AND GAS REQUIREMENTS WITH UNION CARBIDE SINGAPORE REPRESENTATIVE. WITH REFERENCE TO ENGINEERING FIRM, NAMKOONG SAID THAT HE HAS DECIDED ON WHITMAN REQUARDT AND ASSOCIATES, ASSUMING QUESTION OF CONTRACT PRICE CAN BE WORKED OUT SATISFACTORILY.

3. EMBASSY APPRECIATES COMMERCE RESPONSE TO SEOUL 742. DOC ACTION SHOULD SERVE AS CATALYST IN FURTHERING NEW TO MARKET EXPORTS OF U.S. MACHINERY.
HABIB

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